

Job Description

Job Title: **Business Development Manager (BDM)**

Department: PHS Besafe - Sales

Reports To: Sale Director

Core Purpose

As a Business Development Manager for **pHS Besafe**, your mission is clear: **100% new business acquisition**. You will focus exclusively on identifying and winning contracts within your designated territory, primarily targeting the manufacturing, construction, and transport sectors.

In this role, you are the **hunter**. Once you successfully onboard a new client, they are seamlessly transitioned to our **dedicated customer retention and account management teams**, allowing you to remain focused on the next growth opportunity. You will work closely with your **local Depot Manager** to ensure every new contract is optimised for operational efficiency and route profitability from day one.

Key Tasks

1. **New Business Acquisition:** Identify, engage, and secure new contracts to achieve agreed sales targets.
2. **Territory Planning:** Work collaboratively with the local Depot Manager to optimise service routes and maximise profitability.
3. **Client Onboarding:** Manage the initial implementation of new contracts and ensure a seamless handover to the customer retention team.
4. **Lead Generation:** Build and maintain a pipeline of prospects through networking, cold calling, and effective use of Salesforce CRM.
5. **Solution Development:** Conduct site audits and design tailored solutions for managed locker systems and compliant laundry services.
6. **Compliance Advisory:** Provide expert guidance on safety standards and garment compliance, including flame resistance, chem splash and high-visibility requirements.

Skills & Experience

1. **Proven Experience** – Demonstrated success in B2B field sales, ideally within managed services, textiles, or PPE sectors.
2. **Negotiation & Communication** – Strong ability to influence and engage stakeholders at all levels, both verbally and in writing.
3. **Self-Motivation & Drive** – Results-oriented, comfortable working independently in a target-driven environment.
4. **Full UK Driving Licence** – Essential for this field-based role.
5. **IT Proficiency** – Skilled in Microsoft Office applications and experienced with ABS and Salesforce CRM systems.

6. **Time Management** – Ability to plan, prioritise, and manage workload effectively to meet deadlines and objectives.
7. **Industry Expertise & Product Knowledge** – in depth knowledge of protective clothing and laundering processes.
8. **Commercial Awareness** – Ability to interpret financial data and apply insights to deliver profitable, sustainable sales.
9. **Adaptability** – Flexible and responsive to changing priorities and business needs.
10. **Commitment & Urgency** – Highly motivated, capable of working at pace with a strong sense of urgency.
11. **Creative Thinking** – Innovative approach to territory management and business development strategies.